

R.J. Reynolds

Tobacco Co.

1622 RM
23
26

James McLean
Account Manager
411 Colonial Drive
Endwell, NY 13763
(607) 786-5074
(607) 780-5075
(800) 757-8253 ext. 78874

c/m: 7-31-97

July 23, 1997

TO: All Retail Reps And Retail Managers With Manley's Accountabilities
(Chain ID 3423-00-00)

RE: Authorization For No Bull PDI/POS Placements

Ladies & Gentlemen,

Attached are authorization letters to place and maintain a Winston No Bull banner and a change mat in all Manley's locations. Please note: use the changes mat as a piece of POS and place it somewhere other than the counter. This chain does not allow change mats to be affixed to the counters. However, the buyer has authorized placement of this piece any other place in the store.

If you have any questions or concerns, please contact me. As always, thank you for your assistance with this chain.

Sincerely,

Jim

J. McLean
#1645 / AM

51844 6258

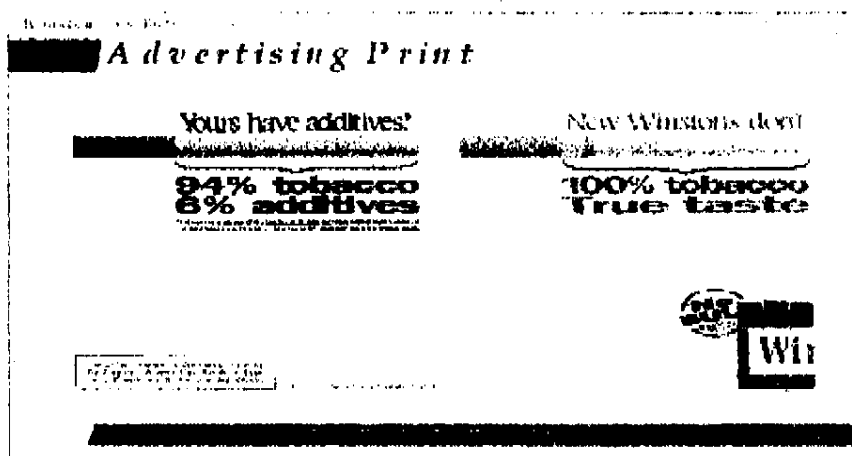
**Stick To Stick
POINT OF SALE PIECE
Authorization**

MANLEY'S
Account

All Stores
Address

7/30/97
Date

Address



Your RJR Representative is authorized to place the above pictured ~~Change~~
~~sign~~ on the Sales Counter in the transaction area, for the agreed upon
period of time listed below.

Between 8/4 and

11/4/97

[Signature]
RJR Signature

Cheri Alden
Account Signature

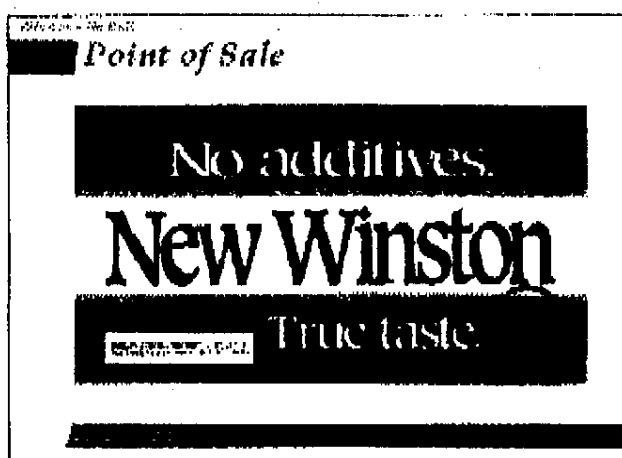
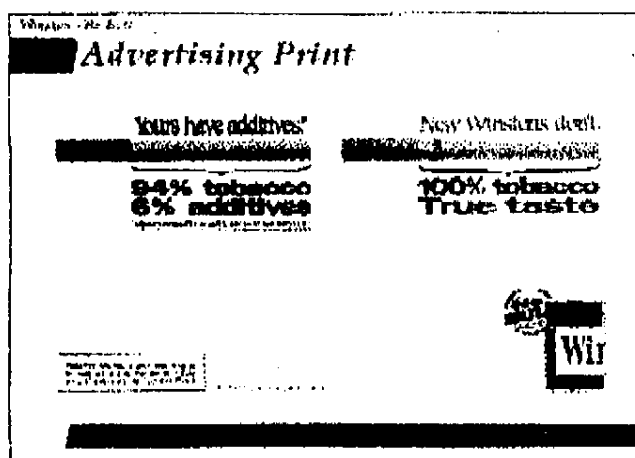
**Stick To Stick / Red White Red
Banner
Authorization**

MANKY'S
Account

All Stores
Address

7/30/97
Date

Address



Your RJR Representative is authorized to place the above pictured Banner(s), for the agreed upon period of time listed below.

Between 8/4 and 10/4

[Signature]
RJR Signature

Cheri Alden
Account Signature

51844 6260